

## Analysis of Utility Rates & Taxes for Area Jurisdictions

Annual municipal fees and taxes for business X

- \*Company size = 1,000 Employees
- \*Company Building Space = 400,000 sf
- \*Electric Consumption Costs = \$3.5M
- \*Gas Consumption Costs = \$250,000
- \*Contract for 2,000 room nights at \$150 per room night
- \*Interstate Telephone = \$420,000
- \*Intrastate Telephone = \$400,000
- \*Water Consumption = based on 30 gal. per day per employee, does not include meter charges
- \*Wastewater/Sewer = based on water consumption
- \*Garbage = 150 yards per week (5 cubic yard bins picked up 5 times per week)

### Utility Rate

Cities	Cupertino	Milpitas	Mtn. View	Palo Alto	Santa Clara	San Jose	*Sunnyvale
Water	\$ 18,432	\$ 28,320	\$ 42,192	\$ 38,640	\$ 16,733	\$ 19,104	\$ 20,704
Wastewater/Sewer	\$ 15,552	\$ 18,336	\$ 23,712	\$ 40,032	\$ 9,600	\$ 17,376	\$ 18,520
Garbage	\$ 86,550	\$ 50,515	\$ 118,278	\$ 123,414	\$ 71,580	\$ 36,949	\$ 99,643
<b>Sub-Total</b>	<b>\$ 120,534</b>	<b>\$ 97,171</b>	<b>\$ 184,182</b>	<b>\$ 202,086</b>	<b>\$ 97,913</b>	<b>\$ 73,429</b>	<b>\$ 138,867</b>

\* Utility rates for Sunnyvale are FY 04/05 for accurate comparison

Note: Santa Clara and San Jose have "open franchises" and garbage companies negotiate directly with businesses.

### UUT

Cities	Cupertino	Milpitas	Mtn. View	Palo Alto	Santa Clara	San Jose	Sunnyvale
UUT Percent	2.4%	0.0%	3.0%	*5.0%	0.0%	5.0%	2.0%
Electric	\$ 84,000	0	\$ 105,000	\$ 157,500	0	\$ 175,000	\$ 70,000
Gas	\$ 6,000	0	\$ 7,500	\$ 11,250	0	\$ 12,500	\$ 5,000
Water	\$ 440	0	0	\$ 7,728	0	\$ 955	0
Telecom Intrastate	\$ 9,600	0	\$ 12,000	\$ 20,000	0	\$ 20,000	0
Telecom Interstate	\$ 10,080	0	0	0	0	0	\$ 8,400
<b>UUT Sub-Total</b>	<b>\$ 110,120</b>	<b>0</b>	<b>\$ 124,500</b>	<b>\$ 196,478</b>	<b>0</b>	<b>\$208,455</b>	<b>\$ 83,400</b>

\*Palo Alto may have a lower rate for larger users, this has not been confirmed.

Note: Palo Alto electric and gas based on estimated differential with PG&E rates.

### BLT

Cities	Cupertino	Milpitas	Mtn. View	Palo Alto	Santa Clara	San Jose	Sunnyvale
<b>BLT Sub-Total</b>	<b>\$ 3,616</b>	<b>\$ 400</b>	<b>\$ 100</b>	<b>0</b>	<b>\$ 500</b>	<b>\$ 22,006</b>	<b>\$ 300</b>

### TOT

Cities	Cupertino	Milpitas	Mtn. View	Palo Alto	Santa Clara	San Jose	Sunnyvale
Total Rooms Revenue	\$ 300,000	\$ 300,000	\$ 300,000	\$ 300,000	\$ 300,000	\$ 300,000	\$ 300,000
TOT Percent	10%	10%	10%	10%	9.5%	10%	8.5%
City Tax (TOT)	\$30,000	\$30,000	\$30,000	\$30,000	\$28,500	\$30,000	\$25,500

**TOTAL UUT, BLT, TOT:**    **\$143,736**      **\$30,400**      **\$154,600**      **\$226,478**      **\$29,000**      **\$260,461**      **\$109,200**

**TOTAL UUT, BLT, TOT**  
**& Utility Costs:**      **\$ 264,270**    **\$ 127,571**    **\$ 338,782**    **\$ 428,564**    **\$ 126,913**    **\$ 333,890**    **\$ 248,067**